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Marketing psychology has been loosely defined as “incorporating a range of psychological principles into your content, marketing, and sales strategy.” Going further, you can also think of marketing psychology as a way to look for patterns in humans and assess how this relates to their purchase decisions.

## **The definition of marketing psychology and how to use it**

From Facebook ads to TV commercials, you're constantly being bombarded by people trying to sell you stuff. And marketers may not be scientists, but they've mastered the art of using your psychology...

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Distraction Distraction is a helpful psychological technique and 'life skill.' Used in the right amount and with the right motivation it an incredibly adaptive coping strategy. Think of the last time you visited the dentist for a filling—was it helpful to distract yourself from the procedure?

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